

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Spirometrics Inc

Maine Manufacturing Extension Partnership

Spirometrics Introduces New Product To Medical Market

Client Profile:

Spirometrics is a 20 year-old manufacturer and designer of medical devices. Located in Gray, Maine and employing 20 people, the company makes products used to test lung capacity and airway restriction in asthmatic patients.

Situation:

When Spirometrics decided to design the best home-use peak flow meter in the world, it turned to the Maine Manufacturing Extension Partnership (Maine MEP), a NIST MEP network affiliate, for assistance.

Solution:

Maine MEP helped secure patent protection for Spirometrics' home-use meter design by writing a grant to the Maine Technology Institute. When Spirometrics needed a high-quality injection mold-maker to meet unusually tight tolerances, Maine MEP supplied a connection through its database. When Spirometrics needed to perform clinical trials to prove the device's performance, Maine MEP again assisted. Maine MEP also helped the company obtain the ISO and GMP certifications it needed to meet FDA requirements by bringing in a highly qualified team to guide the process.

As a result of the assistance provided by Maine MEP, the product--known as the SpiroFlow Meridian--is now on the market. Not only will the monitor dramatically enhance Spirometrics' profitability, but it will also serve as the company's entry into new geographic markets.

Results:

Developed, certified, and launched a new product--the SpiroFlow Meridian.
Anticipating increases in profitability.
Expanding into new geographic markets.

Testimonial:

"The Maine Manufacturing Extension Partnership has assisted us in numerous aspects of product development and process improvement."

Dominic Pelletier, Vice President, Product Development